

SUCCESS STORY

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West Virginia Small Business Ranked 15th in the Nation

FAIRMONT, W.Va. – Jay Reddy, Chief Executive Officer and founder of ProLogic, Inc., a Fairmont W.Va.-based Information Technology (IT) firm, is determined to make the firm one of the best small businesses in the nation.

Judging by the announcement in the September 26 edition of *Washington Technology*, a national newspaper for government IT systems integrators and resellers, he is well on his way.

The firm, which began as a one-man operation in 1995, was selected as one of the top 25 IT firms in the country participating in the U.S. Small Business Administration's 8(a) Business Development Program, coming in at number 15. The annual ranking is based on the overall IT prime contracting revenue companies earned during fiscal year 2004. The revenues must include a minimum of \$1 million in 8(a) contracts.

Since 1953, the SBA has helped thousands of entrepreneurs fulfill their dream of owning and operating a successful small business by providing financial assistance and access to federal government contracting opportunities, as well as free business counseling and training. The SBA's procurement assistance program is an essential instrument for helping socially and economically disadvantaged entrepreneurs gain access to the economic mainstream of American society. Over the years, the program has helped thousands of aspiring entrepreneurs gain a foothold in government contracting.

"This is the first time a West Virginia 8(a) company has made the list, which reflects positively on the leadership at ProLogic and also on West Virginia and the technology corridor as a whole," said Judy McCauley, District Director of the SBA's West Virginia Office.

Reddy was born in Southern India, attended Virginia Tech, and earned a master's degree from West Virginia University. Reddy, a 16-year resident of West Virginia said, "From simple beginnings and a dream to become a successful business, ProLogic has become home to over 230 skilled and valuable employees. This recognition is a validation of the hard work and effort our employees have put forth, not just in 2004, but over the ten-year history of the company."

McCauley adds, "We are extremely proud that ProLogic is recognized as one of the top IT companies in the nation, among 8(a) program participants. I remember well the attentive young man who attended so many of the SBA's Federal contracting workshops early in his career. Jay Reddy has evolved as a brilliant businessman who creatively used every tool available from the SBA. It is good to see he is being rewarded for years of hard work and dedication to our economic recovery."

Dan Gordon, ProLogic's president and Chief Operating Officer said, "The Company has experienced a 400 percent increase in employment over the past four years and has seen revenues increase 600 percent. This shows the SBA's 8(a) program really does work!"

As the acknowledgement indicates, ProLogic relies heavily on federal contracts. Most of the company's work is in the capacity of prime contractor for clients such as the National Aeronautical and Space Agency, U.S. Air Force, U.S. Army, and others.

Congressman Alan B. Mollohan, D-W.Va., congratulated the company saying, "This recognition is a measure of the serious effort and brainpower that Jay Reddy and his team have put into their business. It also is an example of the opportunities that exist in northern West Virginia for ambitious entrepreneurs. We hope that ProLogic's success will inspire others to work to stake a claim in our growing high-tech economy."

"West Virginia is a great home for ProLogic. As a proud WVU alumnus and a West Virginia resident, I wanted to build a company that provides employee ownership, professional growth, an exciting place to work, and a sustainable business," Reddy said. "We strive to incorporate West Virginia's rich, blue collar work ethic into the opportunities afforded by the growing high technology industry. I am proud to call West Virginia home for both my personal and professional life and plan on being here for a very long time."

To learn more about the SBA's business development programs, visit their web site at www.sba.gov/8abd, or contact the West Virginia District Office at (800) 767-8052 ext. 8. To view Washington Technology's Top 25 8(a) Contractor ranking, visit their site at www.washingtontechnology.com/smallbusiness/8a/2005.

All SBA programs are extended to the public on a non-discriminatory basis.

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